

97. Vendors can bid on one, some or all the categories. Do we have to bid on all the subcategories of the category that we are proposing? For example: if we are proposing the ABC printer in Category G, do we have to cover 1(300 lines) AND 2(above 800 lpm)? or if we are doing the multifunction printers can we cover only the Desktop part and not the Workgroup?

Answer:

Vendors can bid on one, some or all the categories, or subcategories.

98. How do we calculate the Average Cost Per Sheet for Dot Matrix and Multifunction Printers where unlike laser and inkjet printers, do not have cartridge life in their specs?

Answer:

Dot matrix printer manufacturers publish average figures for characters per ribbon/ribbon cartridge.

99. Do we need to sign pages C19 and C17 at this time?

Answer:

Yes.

100. Except the first page of the IFB, do we need to submit the whole IFB document with our submission?

Answer:

Follow the detailed instructions provided in Sections 1.8 and 2.2, as well as the Solicitation Instructions.

101. I have asked you before that if on one single Pricing Spreadsheet we could list multiple brands for each category and the answer was YES. The spaces provided on the Spreadsheet are not enough in some cases. For example for the Dot matrix Printers there are only 19 rows for 9pin section and we can not add more rows and that is not enough if we are doing multiple brands. Do you suggest that we use one complete spreadsheet for each brand? If that is the case, do you prefer us to save all the documents (different Spreadsheets per brands) on one CD-ROM or should we have separate CD-ROMs for each brand?

Answer:

You firm may submit separate bid offers by printer brand, if so desired (and this would be the method preferred), or multiple brands may be offered within the single Pricing Spreadsheet. In cases where the cell is not large enough for data entry, or not enough rows were provided, you may insert a reference to another cell in a higher numbered row further down in the spreadsheet, and enter your firm's data in the referenced cell(s).

102. Are papers part of the printer supplies?

Answer:

No.

103. Some of the manufacturer's printers have the same model number with different description and different part number, but on the Pricing Spreadsheet we have to provide only model numbers and so the difference between the models can not be shown. I have also asked this question before and the answer was that we could add part of the description with these models but there is not enough space on one row for this purpose. If this number is a little long it will interfere with the pricing column. What is your suggestion? I think this column (Model) should be wider.

Answer:

Please see the answer to question #5 above.

Please keep in mind that you may also select View/Comments from the Excel menu bar, and insert additional data to a cell via a 'comment'.

104. Interpretation of Manufacturers ability to utilize Resellers.
- a. One interpretation of the Commonwealth's intent is that the Commonwealth will only allow a single Reseller for each category of Printer per Manufacturer. Manufacturers would have the option of providing Resellers with pricing for each category of printer and letting the state decide which Reseller to award each category to for that manufacturer. Each Reseller would be responsible for all 4 facets of the order (ordering, billing, payment and services).
 - b. Alternately, the Manufacturer may opt to provide a single Reseller with pricing for the entire product line to be the "sole point of contact" and provide all 4 components of the order: ordering, billing, payment and services.
 - c. Another interpretation is that the Contractor may designate up to 4 Resellers... 1 for ordering, 1 for billing, 1 for services and 1 for payment. Thus, the Reseller designated for "service" would handle "service" for all orders placed for all categories of Printers by any Authorized User.
 - d. As a final alternative, the Manufacturer may hold the Contract directly and perform all Contract requirements themselves.

In two of these scenarios the Commonwealth may end up with multiple Resellers for a single Manufacturer's products i.e. Reseller A for Manufacturer A's inkjet printers, Reseller B for Manufacturer A's monochrome laser printers, Reseller C for Manufacturer A's color laser printers, etc. However, no Reseller will be able to represent the Manufacturer's entire product line. This would require an office interested in purchasing a mono laser, color laser and inkjet from Manufacturer A to cut three separate purchase orders and have three separate points of contact for maintenance and service requests. If the Manufacturer elects to support only one Reseller, the Commonwealth will have limited options if they desire to work with a Reseller of their choice who was not awarded a certain category for the desired manufacturer. Furthermore, not all Manufacturers have strong coverage in all parts of the state so that certain agencies may not feel they are getting the sales or service support they deserve.

This Manufacturer currently utilizes an agent program, whereby the Manufacturer holds a Contract directly with a State and uses multiple Resellers to fulfill contractual obligations. Thereby, each Reseller would have the ability to sell all categories the Manufacturer produces. This means Resellers A, B, and C would each be able to sell the Manufacturer A's inkjet, monochrome laser, and color laser printers. Each Authorized User would still have the ability to split orders amongst resellers if they chose to do so, just like the IFB is set up today. However, they would also have the option to work with the Reseller of their choice, and to have a single Reseller fill their entire

product order. This method also allows there to be a single point of contact for all facets of an order i.e. order processing, shipment, billing, and payment as desired in Amendment One. This manufacturer feels the proposed agent program will provide the Commonwealth with all the functionality that exists in the IFB currently as well as the extra benefits detailed above.

Would the Commonwealth amend the IFB to allow for an agent model as described above in the fulfillment of this Contract?

Answer:

No. Selection of reseller/dealer (in an instance where a specific printer contract is held by a Prime Contractor employing subcontractors for one or more contractual activities) must be transparent to authorized contract users, that is, authorized contract users may not 'select' from a group of dealers/resellers designated by the manufacturer/Prime Contractor from whom products and services are to come from. There is to be only one single point-of- contact for one or more of each of the four (4) contractual activities mentioned in term and condition 11.a.

That is not to say, however, that a printer manufacturer or other Prime Contractor could not utilize sub-contractors for example to:

- a. distribute orders to dealers/resellers acting as subcontractors geographically (or on some other method or basis) statewide, other than selection by the customer (authorized contract user), for delivery and setup.***
- b. have a single "800" number for all service calls that then dispatched a 3rd-party service organization, transparent to the user..***
- c. Designate a bank for receipt of all payments for purchases under the contract.***

105. Please clarify the definition of "category". The Invitation to Bid specifies "categories" to refer to Printer types such as: Braille, Dot Matrix, Ink Jet/Color, Label, Laser/Page-Mono, Laser/Page-Color, Line, Multifunction and Plotters. Section 11 of Amendment #1 suggests "categories" to be contacts such as: ordering, Services and payment. Does this mean that the Contractor may have only 1 Reseller per category for type of Printer or 1 Reseller per category for type of contact?

Answer:

Up to three (3) awards per distinct brand names of printers will be made in each printer category or subcategory. The end result will be that authorized contract users will have up to three printer brands to choose from in any given printer category/subcategory. It may be that a single contractor (most likely a reseller in this case) holds all three contracts in a category/subcategory, or that 2 or more separate contractors hold the up-to-three contracts in a category/subcategory (any mix of manufacturers or resellers in this case).

Contractual "activities" of receiving orders, fulfillment (shipping and/or installation) receipt of payments, and providing warranty/maintenance services should not be confused with printer "categories." Only a single Contractor (referred to as a "Prime" Contractor in cases where subcontractors are employed) will be awarded a contract for a printer per category/subcategory and brand name.

106. The Amendment to the IFB posted on the website on April 27th may have the effect of substantially altering the fulfillment and warranty/maintenance plans for the program. Determination of the strategic direction for contract performance may need major reformulation to comply with newly posted information. Given that the Bidders will have only eight business days to react and prepare alternate responses, will DIT extend the May 10th due date to May 24th?

Answer:

No.

107. I was extremely disappointed to discover that when you issued Amendment #1 and changed the specifications, our firm has been eliminated in bidding their lead products. We have worked hard and have been extremely excited about participating in this bid process and hopefully looking forward to being able to introduce the State Agencies to our firm and their products. When you changed category E.2.D. to output size of up to 12" x 18.5", it completely

eliminated us from bidding. We can meet the 300dpi requirement for workgroups over 50 ppm, however, our largest output size is 11" x 17". We are at a loss as to why this specification was increased to 12" x 18.5". It is hard to know all the specs on the market however, we have completed an extensive search and can find only one vendor that comes near to meeting that spec. However, their spec sheets read that they can only output up to 12" x 18", therefore they also miss this spec. Will DIT please reconsider changing this spec back to 11 x 17, so that more vendors can at least bid. If there is a vendor that can output up to the 12" x 18.5", changing it back to 11 x 17 would not eliminate them from bidding. However, keeping it at the current spec would eliminate almost everyone else in the marketplace.

Answer:

You are mi-interpreting the paper size specifications. E.2.d states a paper size spec of:

"300 dpi, above 50 ppm, 8.5" x 11" up to 12" x 18.5" "

This statement merely describes a range of paper sizes with an upper limit of 12" x 18.5". As long as a printer can meet the other specs (dpi & speed) and print on paper size of 8.5" x 11", it meets spec. If a printer can print on larger than 12" x 18.5", it would not qualify for award in this category. The spec actually expands the range in the original bid, which had an upper limit of 11" x 17".

108. Our Printer Product Manager just noticed that your paper size requirements are very unusual. He is referring to the 11" wide paper spec in almost all product categories. Is this an error? As an example, category E.2.a states paper size as: 8.5" x 11" up to 11" x 14"

Answer:

Please refer to the answer to question # 11.

109. On the pricing spreadsheet there are only 8 lines, is it correct to assume we can only bid 8 options for the printer such as printer toner, extra tray, etc. It says we cannot change the price sheet structure in the ITB.

Answer:

The Pricing Spreadsheet is for supplying data and pricing for printers only! (See instructions in IFB Section 2.2) Please also review IFB Section 1.8.3 for instructions for supplying data and pricing for printer options/supplies/maintenance (arranged by printer offered in the Pricing Spreadsheet) in a separate Excel or Word/table format file.

110. Thanks for your assistance. However, after downloading the amended spreadsheet (200104a1.xls), I am still unable to insert hyperlinks into it. All other features of the spreadsheet appear to work correctly (adding text, etc.). I've attached a screen capture of the error message I receive after I press Ctrl-K to attempt to insert a hyperlink. I was also unable to view the properties for the spreadsheet or look for any information about the person that created the spreadsheet. If you can give me a name of someone to contact about this password, I would appreciate it.

Answer:

To comply with the workbook instructions contained in cell reference B27-28 of the "PRINTERS-Offeror Info" worksheet (which refers to Column K on all printer worksheets (<Hyperlink to "file name" Enclosed on CD>)), simply enter the "file name" in the appropriate cell in Column "K". The referenced "file name" should be either an Adobe PDF file, or a saved complete web page, of the manufacturer's spec sheet for that printer. The "file name" must be located on the CD-ROM disk. That "file name" will then become a hyperlink-ed file during bid evaluation. (NOTE: Worksheet protection is enabled for the Pricing Spreadsheet, which prevents a bid offeror from direct entry of hyperlinks.)

111. On page 9 specs for Multifunction can you look at the specs and see if there is a typo. Category H 1a, 1b, 2a, 2c, it says 9600 DPI shouldn't it be 600 DPI.

Answer:

No.

112. Would it be possible to allow an awarded vendor to nominate more than one subcontractor? This would allow for more local Virginia businesses to participate in the fulfilment of the awarded products.

Answer:

Please refer to Term and Condition # 11. Only one point of contact per contractual activity will be allowed.

113. In the original questions the answers to #39 and #40 state that vendors may provide the information concerning options, supplies, etc. in word or excel format. The IFB was not updated to reflect this change and states it should be provided in word format. Will the IFB be updated

to reflect excel is acceptable or are the original answers sufficient enough for the vendor to provide the information in excel format?

Answer:

Word and/ or Excel formats will be permitted.

114. Would the state consider changing the Dot Matrix specification to reflect 4-part form capability?

Answer:

No.

115. With the movement toward document distribution via email and the need for highest resolution scanning and faxing devices has lessened would the state consider amending the MFP Laser specifications to reflect 400dpi for both scanning and faxing? This would minimize traffic on the network for document distribution via email.

Answer:

No.

116. We are requesting a two (2) week extension on solicitation IFB 2001-04.

Answer:

No further extension of the due date for IFB 2001-04A is planned.

117. This vendor would like to request further clarification of the minimum dpi and ppm requirements. It is stated in 2.1 under General Requirements that all print speeds are for "Best Quality, or NLQ, or Highest rated dpi" and that this requirement is a minimum. Industry standard inkjet printer engines may reach the InkJet/Color subcategory ppm requirements in draft modes or at a reduced quality level. However, this vendor is concerned that, assuming Best Quality at highest resolution, the specifications for some subcategories cannot be met by many or any printers. Much of the inkjet product line would be omitted, particularly at the lower price points. Are these category ppm specifications intended to represent draft, normal, or best (photo) quality?

Answer:

As stated in Section 2.1, the speed ratings are for printing at the printer's "...Highest rated dpi."

118. We request that the ppm requirement for inkjets be modified to represent "draft or normal" quality.

Answer:

No changes to specifications, as currently written in IFB 2001-04A, are planned at this time.